

Message Text

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ACTION COME-00

INFO OCT-01 ARA-16 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00

RSC-01 DRC-01 /040 W

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R 161526Z JAN 74

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 7161

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EO 11652: N/A

TAGS: BDIS, CI

SUBJ: TRADE COMPLAINT BY UNIVERSITY OF CHILE

PASS COMMERCE

REF: SANTIAGO 6281; SANTIAGO 6282

1. UNIVERSITY OF CHILE ASKED EMBASSY TO HELP RESOLVE DIFFICULTIES IN PROCURING EQUIPMENT FROM TWO U.S. SUPPLIERS, AMERICAN SAWMILL MACHINERY CO. OF CORINTH, MISS. AND FORESTRY SUPPLIERS INC. OF JACKSON, MISS. IN BOTH CASES PURCHASE ORDERS FOR EQUIPMENT, WHICH WILL BE FINANCED BY INTER-AMERICAN DEVELOPMENT BANK (IDB) PROVIDED THAT SHIPMENT MADE BEFORE APRIL 6, 1974, HAVE BEEN DELAYED FOR MONTHS, WITH NO RECENT RESPONSE FROM AMERICAN SAWMILL AND ADVICE FROM FORESTRY SUPPLIERS THAT ORDERS CANNOT BE FILLED.

2. WHEREAS DIFFICULTY WITH AMERICAN SAWMILL MAY WELL ARISE MAINLY OUT OF NORMAL COMMERCIAL CONSIDERATIONS, NEGATIVE RESPONSE FROM FORESTRY SUPPLIERS FINISHES WITH "...WE HOPE THAT SOMETIME WE WILL BE ABLE TO STRAIGHTEN OUT THE POLITICAL SITUATION WHICH HAS CAUSED US TO SEVER BUSINESS RELATIONS WITH YOUR COMPANY." (COMPANY REFERRED TO IS GALINDO OVALLE LTDA., AGENT FOR UNIVERSITY.)

3. GALINDO OVALLE AND UNIVERSITY OFFICIALS THINK THERE MAY
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BE CAMPAIGN AGAINST CHILE IN U.S. (SEE REFTELS FOR SIMILAR CASE INVOLVING BANCO DEL ESTADO). FACTS THAT ULTIMATE CUSTOMER

IS UNIVERSITY OF CHILE AND THAT REP OF GALINDO OVALLE
(SANTIAGO G. MUNRO) WHO VISITED EMBASSY REGARDING PROBLEM
IS BROTHER-IN-LAW OF CHILEAN JUNTA PRESIDENT PINOCHET
LEND POLITICAL OVERTONES TO PROBLEM.

4. EMBASSY WOULD APPRECIATE COMMERCE CONTACTING BOTH FIRMS
TO CLARIFY STATUS OF ORDERS. GIVEN THAT IDB FINANCING WILL BE
LOST IF SHIPMENT NOT MADE BY APRIL 6, THUS LEAVING LITTLE TIME
IN WHICH TO LOCATE ALTERNTE SUPPLIERS, UNIVERSITY URGENTLY
REQUESTS THAT BOTH COMPANIES TRY TO FILL ORDERS.
THOMPSON

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